

Message Text

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44

ACTION EB-11

INFO OCT-01 EA-11 ADP-00 CU-04 USIA-15 OPIC-12 OMB-01

TRSE-00 CIAE-00 INR-10 NSAE-00 RSC-01 CIEP-02 CEA-02

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FM AMCONSUL NAHA

TO SECSTATE WASHDC 1184

INFO USDOC WASHDC UNN

U. S. EXPORT-IMPORT BANK WASHDC UNN

AMEMBASSY TOKYO

CINCPAC FOR POLAD

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E.O. 11652: N.A. TAGS: BEXP, JA, ETRN, TGEN, SCUL

SUBJ: SPECIAL TRADE OPPORTUNITY: 12 MILLION DOLLARS FOR THREE

BOEING HYDROFOILS, FOR EXPO 75.

1. A GROUP OF OKINAWAN BUSSINESSMEN HAVE ASKED THE AMCONGEN, NAHA, FOR ASSISTANCE IN BUYING THREE BOEING HYDROFOILS. TOTAL COST WOULD BE ABOUT 12 MILLION DOLLARS. HYDOROFOILS WOULD BE USED TO TRANSPORT TOURISTS BETWEEN NAHA AND THE OKINAWA INTERNATIONAL OCEAN EXPOSITION 1975 SITE ON MOTOBU PENINSULA. AFTER EXPO, GROUP PLANS TO USE ONE ON SAME ROUTE, ONE ON INTER-ISLAND RUNS, AND ONE BETWEEN OKINAWA AND JAPANESE MAINLAND.

2. GROUP IS HEADED BY KOKICHI KOKUBA, PRESIDENT OF OKINAWA STEAMSHIP LINES, AND IS BACKED BY HIS BROTHER KOTARO KOKUBA, PRESIDENT OF KOKUBA CONSTRUCTION COMPANY (ANNUAL SALES 500 MILLION DOLLARS). KOKUBA ALSO REPORTEDLY HAS BACKING OF MITSUBISHI

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SHOJI AND SUMITOMO SHOJI.

3. GROUP HAS DONE PRELIMINARY COST: PROFIT STUDY BASED TN INFO PROVIDED NOVEMBER-DECEMBER 1972. KOKICHI KOKUBA AND RYOYU OTA, GENERAL MANAGER OF KOKUBA CONSTRUCTION, ARE NOW IN LIMITED OFFICIAL USE

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MAINLAND JAPAN AND REPORTEDLY HAVE JUST CALLED ON JAPANESE

MITI MINISTER NAKASONE, WHO HAS GENERAL RESPONSIBILITY FOR THE INTERNATIONAL OCEAN EXPO, AND ON FINANCE MINISTER AICHI, IF GOJ APPROVAL OBTAINED AT CABINET MINISTER LEVEL, KOKUBA BOARD MEETING MONDAY, AUGUST 27, WILL REVIEW BOEING ADVERTISING FILM IN JAPANESE AND HYDRO FOIL PERFORMANCE/COST DATA, AND MAKE DECISION TO GO-AHEAD OR NOT. IF DECISION IS GO-AHEAD, KOKUBA REPRESENTATIVES PLAN TO VISIT BOEING IN SEATTLE TO BEGIN NEGOTIATIONS.

4. GROUP MAY WANT TO DISCUSS U. S. EXIM BANK FINANCING.

5. BOEING TOKYO OFFICE (MR. WHITNEY) AND IN SEATTLE (MR. WILSON, BOARD CHAIRMAN, AND MR. SCHULTZ, COMMERCIAL HYDROFOILS MANAGER) HAVE BEEN INFORMED OF SITUATION.

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